



IIPM

indian institute of planning & management

2006-08/09

post-graduate
under-graduate
international prospectus



DARE
to think beyond!



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(Founder Director & Research Professor-IIPM)

Former Professor of Economics at XLRI, Jamshedpur, and IIM, Bangalore.

The Year 1963; A dream; A proposal to Jawaharlal Nehru, the then Prime Minister of India to set up an institute under the name of "Institute for Planning and Administration of National Economy". An institute committed to cutting edge research and education on Economics, Entrepreneurship and Management.

Driven by this vision, IIPM has claimed the superiority of its Entrepreneurship programme by its qualitatively superior and intellectually stimulating academic programme. The IIPM Post Graduate programme is a 22 month, 1944 hours course which includes in-depth studies of national economic planning and ways to regulate its parameters to achieve higher GDP growth rate, ensuring higher growth for market segments within the national economy as well as higher growth of income for all sections of the people, including those who are below the poverty line.

Researches at IIPM clearly indicate that the contemporary MBA course structure concentrates only on market segments by individual profit

making units or share holders wealth maximisation. This fails to explain the potentiality of market expansion through distributive justice. Potentiality of business is always in harmony with growth rate of national economy. That is why business expanded much more rapidly in China as compared to other emerging economies like India in the past. Knowledge of national economic planning potentiality will encourage the owners of capital to demand collectively the raising of living standards of the people at the bottom.

IIPM's Post Graduate programme is superior to standard MBA programmes as it instills entrepreneurial qualities into programme participants. These help to remove aversion to calculated risk taking, imbued with ambition beyond normal career growth. Personal ambition in tune with social vision makes an entrepreneur reach out beyond boundaries again and again. Work remains no work, but hobby. Failures are looked upon as inevitable intermediate stages to success.



MBA

D E G R E E

34th Two Year Full Time Programme
In Planning & Entrepreneurship

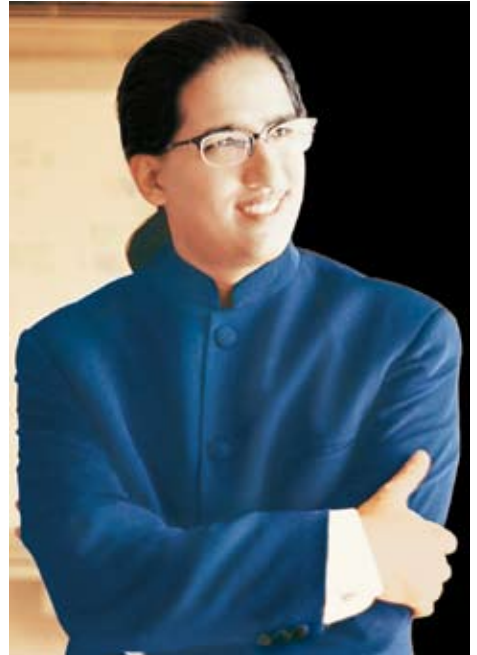
BBA

D E G R E E

27th Three Year Full Time Programme
In Planning & Entrepreneurship

All students who do IIPM's Entrepreneurship Programme receive an additional International MBA/BBA Degree which is globally renowned and accepted from INTERNATIONAL MANAGEMENT INSTITUTE (IMI), EUROPE

“Academically
far superior.
Globally
best networked.
Leaders
in industry consulting &
economic research.
IIPM.
World-Class.”



ARINDAM CHAUDHURI

Noted Economist, Management Guru & Author of all time best sellers
“Count Your Chickens Before They Hatch” & “The Great Indian Dream”

The IIPM programme is today regarded as the only course with a WIDER COVERAGE than MBA/MBE courses taught anywhere else in the country because of its integration with National Economic Planning and a compulsory Marketing Specialisation making it the most INTELLECTUALLY STIMULATING course in India. In the light of globalisation IIPM aims to create a new generation of entrepreneurial managers, who can face with confidence emerging challenge of international markets, while remaining committed to remove massive poverty of Indian masses within a generation. For this, we must achieve a growth rate of 14% and more of the national economy and engineer market extension and social entitlements favouring the bottom 80% of the population. This is essential for corporate growth rate of the same order & more. Future entrepreneurial managers must be aware of this and not remain intellectually handicapped.

IIPM's two year full time Post Graduate pro-

gramme leads to the award of the MBA degree from the International Management Institute, Belgium. Students have the option of transferring their credits to IMI Belgium and continuing their studies there. Students study core subjects in the first year related to various areas like National Economic Planning, Marketing, Personnel & Industrial Relations, Finance & Accounting, Production, Quantitative Techniques, IT Systems and various other term papers. In the second year, students have to undertake compulsory specialisations related to Marketing & Information Technology. Apart from these two compulsory specialisations, students have a choice of taking up an additional specialisation, namely Finance or Human Resources. Students in the second year also study advanced core papers like Business Policy & Strategic Planning, Mergers & Acquisitions, and International Marketing. Students have to submit a thesis at the end of the programme.

INFRASTRUCTURE



IIPM's International Campus, New Delhi



The 8 Wi-Fi IIPM Towers are modern architectural wonders equipped with air-conditioned classrooms, auditoriums, huge state-of-the-art computer domes & well stocked libraries.

The IIPM campus is equipped with 7 huge amphitheater class rooms and a 300 seater auditorium giving students a completely international feel. The picturesque campus is beautifully landscaped and has an unique blend of old english architecture with modern exteriors. It provides with facilities like swimming pool, gymnasium, mini golf, billiards, pool etc. The cafeterias at IIPM give students that ideal environment for endless discussions and debates.

One IIPM : Upon getting admission to IIPM, students reserve the right to choose the IIPM branch of his preference. Star IIPM faculty members travel to all IIPM branches to take classes with students in order to maintain similar standard of teaching in all IIPM branches.



IIPM's 350-plus faculty tap an ocean of experience and years of research which have created a vast reservoir of knowledge for you to learn and leverage. Prof. Arindam Chaudhuri's research from ancient texts on comparative management techniques across cultures will captivate you. You may learn Business Strategy from Prof A Sandeep, who has consulted with PricewaterhouseCoopers and British American Tobacco, or learn Microeconomics Prof. Prasoona Majumdar, whose strong policy advocacy regularly feature in The India Economy Review. Classrooms are sounding boards for professors cutting-edge research the law of increasing marginal utility and the concept of lifestyle parity emerged from IIPM professors teaching and discussions in the classroom.

IIPM's faculty have enormous exposure to

consulting easily the largest in South Asia. Through Planman Consulting, the institute's industry interface allows students to benefit from real-time engagements across industries, lead by faculty members. Prof. Naveen Chamoli has worked closely with FORTUNE 500 companies in India, spending over 3000 hours training their key people to face the challenges of a rapidly growing economy.

Continuous innovation has been the hallmark of IIPM faculty's teaching unique subjects such as 'I empower', taught by Yoga and Effectiveness expert Prof. Prashanto Banerji and Executive Communication, where advanced neuro-linguistic Programming techniques are used, are top-rated courses.

INDUSTRY INTERFACE



PLANMAN
CONSULTING

India's largest multi-interest consulting firm



ORACLE



PRICEWATERHOUSECOOPERS

Planman Consulting is the consulting arm of IIPM. It has been rated as India's largest multi-interest consulting group. The firm started with a management consulting practice, with faculty from IIPM, and now has a variety of business interests, from magazines to movies to Information Technology. Outlook magazine, India calls it a giant in media, publishing and IT. Planman's client roster consists of India's largest business groups and FORTUNE 500 corporations.

Students at IIPM will have numerous opportunities to work with IIPM faculty on live consulting projects, aiding and assisting them. It has become a tradition of sorts for some of the most talented students at IIPM to apply for Planman Consulting after completing their course.

GLOBAL TOURS



Students attending a lecture session on knowledge management at IMD, Lausanne



At Swiss Stock Exchange, Zurich, with Dr. Richard. T. Mier, Director-International Research after a seminar on "The role of the Swiss Stock Exchange on International Trade"



At the Federation of Swiss Watch Industries, Bienne, after a seminar on "The Future of The Swiss Watch Industry"

All of IIPM students spend 2 to 3 weeks (Free of cost) in various parts of Europe and other developed countries doing their academic and corporate training under a special paper called Global Opportunities & Threats Analysis (GOTA) thanks to IIPM's Global Outreach initiative which organises numerous exchange programs in typical tradition of world-class b-Schools. GOTA is designed to give students a first hand exposure to international faculty, organisations & economies. Organisations like United Nations, WTO, ILO, World Bank, Nestlé, Credit Suisse, Sulzer, Swiss Stock Exchange, Geneva Financial Centre and Federation of Swiss Watch Manufacturers partner IIPM in its global initiative on industry interface.

This year IIPM again becomes a world leader in innovation, with over 3000 students undertaking study tours to every continent. Under the guidance of Prof. Prashanto Banerji, the experiences and learnings from each trip are tested under the GOTA paper.



VISITING FACULTY

Under the Global Outreach Program, IIPM invites distinguished faculties from leading global institutions like Harvard, Wharton, Columbia, Chicago, Yale, London School of Economics, Oxford, Cambridge, IMD Lausanne, INSEAD, etc., to come down to India to lecture and interact with students. Under Siddharth Nambiar's leadership, this program has again created a world-first for b-school students.



Dr. Stephen Covey

Author 'The Seven Habits of Highly Effective People'

Sir Geoffrey Owen
London School of Economics



VISITING FACULTY:

From the Ivy Leagues:

HARVARD, COLUMBIA, YALE, WHARTON

From institutions of excellence in economics:

LSE, OXFORD, CAMBRIDGE

From the top 15 global b-schools:

IMD, INSEAD, STANFORD, STERN, SLOAN-MIT, GSB-CHICAGO, BERKELEY, KELLOGG

International Management Guru's Who Have Taken Exclusive Seminars With IIPM Students !!

STEPHEN R. COVEY

- Organizational Management

PHILIP KOTLER

- Strategic Marketing

JOEL STERN

- EVA : Maximizing Shareholder Value

ZIG ZIGLAR

- Success, Performance, Achievement

JACK CANFIELD

- The Success Principles



Prof. Rick Aubry

Stanford Business School



Prof. Gita Gopinath

Harvard Business School



ONE OF THE TOP 10 B-SCHOOLS IN INDIA

- RANKED #2** IN INDUSTRY INTERFACE (AHEAD OF 5 IIMs) - BUSINESS BARONS '05
- RANKED #3** IN COURSE CONTENTS (AHEAD OF 3 IIMs) - BUSINESS BARONS '05
- RANKED #8** IN INFRASTRUCTURE & FACILITIES - BUSINESS BARONS '05
- RANKED #8** B-SCHOOL IN INDIA (AHEAD OF 2 IIMs) - BUSINESS BARONS '05
- RANKED #10** YOUNG EXECUTIVES TOP 10 - BUSINESS TODAY & INDIA TODAY '04

IIPM believes that it is the **#1 B-School in India** in terms of **COURSE CONTENT, GLOBAL LINKAGE, FACULTY & INDUSTRY INTERFACE**. The above rankings don't reflect the same due to the inferiority complex and intellectually dwarfed unquestioning attitude that the industry and the media have developed towards the IIMs over the years. Through its various academic, research, global and industry consulting activities, mentioned in this ad, IIPM aims to make sure that the industry and the media develops the intellectual ability to come out of this unquestioning attitude and accept the reality, very soon.

WORLD-CLASS IN INDIA

Across Countries, Across Cultures



IIPM WORLD PLACEMENTS

IIPM's Career Management offices in New York, London, Dubai and Singapore and across India work closely with corporations across the globe to identify opportunities for students.

Last year the Campus Management Cell at IIPM confirmed more than 400 companies for placements. They included ABN Amro, HSBC, Standard Chartered, ICICI Bank, Citibank, HDFC Bank, ING Vysya, Max New York Life, Kotak Mahindra, India Bulls, ICICI Prudential, Met Life, TATA AIG, American Express, Citifinancials, GE Money, Asian Paints, Coca Cola, Berger Paints, Oracle, HP, Hutch, GE Consumer Finance, Yahoo, Essar Group, Crisil, Times Money, Bharat Shell, Skoda, GroupM, HCL Infinet, Schneider Electric, Evalueserve.com, i Gate, Reuters, Shopper's Stop, Bata, Fortis, Hindustan Levers, Deloitte Consulting, Primus Telecom, Oswal Group, NEC... and many many many more! Insurance, Finance, Banking, Services, IT, FMCG, Consumer Durables, Oil, Infrastructure, Consulting... every sector was well represented.



STRATEGIC INNOVATORS

Strategy Journal

“Strategic Innovators” is a refereed journal on contemporary strategic management trends, published every quarter. Through this journal, our aim is to address crucial processes and structural management practices across industries and geographies that deliver significant and relevant value to senior business executives.



THE INDIA ECONOMY REVIEW

Economy Review

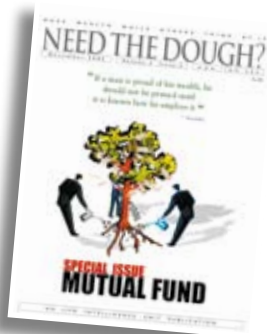
“The India Economy Review” is a mainstream economics journal published every quarter. It targets mainly practicing economists, policy makers (The government and agencies), institutions of economic interests, corporates, students and research scholars in the field of business & economics. This in-house journal is managed and edited by the IIPM Think Tank.



THE HUMAN FACTOR

HR Journal

“The Human Factor” continuously strives to bring world class practices in the field of human resources to clear the fuzzy picture of the human face of business. From the employee growth strategies to an insight of a country’s new-found approach towards learning organisations, this journal is a tool for today’s HR leaders to sample.



NEED THE DOUGH

Finance Journal

This finance journal is an IIPM Intelligence & Publications Unit endeavour to bring out well researched articles on contemporary industry issues and other pertinent subject matters, case studies, all specifically from the field of finance, accounting, financial services, investments, capital markets and other related areas.

COUNT YOUR CHICKENS BEFORE THEY HATCH

Book

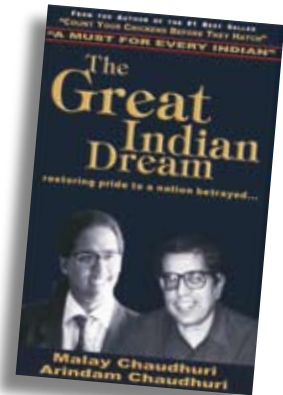
Prof. Arindam Chaudhuri's best-selling self-help book outlines a series of techniques and tools for those in and aspiring to positions of leadership. It includes original research which has led to the formulation of the India-centric Theory of Management, which has won global recognition.



THE GREAT INDIAN DREAM

Book

An incisive text on the reality of India's policy and budgetary realities, The Great Indian Dream suggests realistic alternatives that could create a poverty-free India by 2025. It includes the radical new ideas on humanism, trickle-up theory and the law of increasing marginal utility.

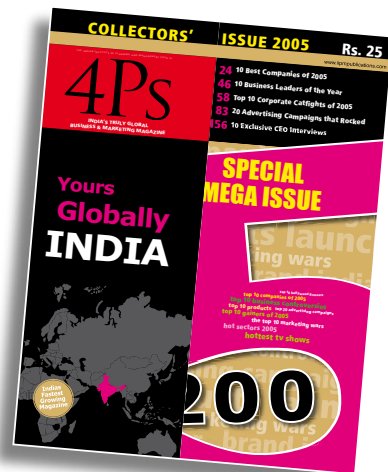


BUSINESS & ECONOMY

Mainstream business & policy magazine

India's largest business magazine* is a mix of corporate strategy and economic policy, read by leaders in the government and business corporations. Columnists such as Noam Chomsky, George Soros, Thomas Friedman and Jim Collins complete the magazine with their incisive opinions and analysis.

*by stand sales



4Ps

Mainstream business & marketing magazine

Jack Welch is the featured columnist for India's best marketing and business magazine, a best-seller from its launch. Marketing experts such as Jack Trout and Al Ries elaborate on winning marketing strategies, alongside a team of correspondents who closely monitor the battlefield for the hearts and minds of the Indian consumer.

ADMISSION DETAILS

Fees

IIPM's programmes deliver a world-class educational experience, drawing on talents and best-practices across the globe, at incredibly low prices – a function of India's cost environment

For BBA- US \$ 36,000 For MBA- US \$ 24,000

Diversity

The Indian Institute of Planning and Management is a blend of different religions and ethnic backgrounds. The class rooms are a mixture of diverse experiences, viewpoints and personalities. That's what makes the entire learning process highly interactive and valuable.

The students come from a wide variety of educational and professional backgrounds, but they share the desire to learn from each other and to contribute. Cooperation and multicultural understanding ensures that the students acquire the essential competences that global business leaders must master. The depth of learning comes directly from the diversity of the classmates

Social life/Night life

Studying for MBA in Delhi means that you have a wealth of cultural, social and leisure activities on your doorstep. You'll find that Delhi's hundreds of theatres, galleries, museums, restaurants, discs, music and sports venues leave you spoilt for choice. Delhi offers the best combination of quality of life, access to facilities and night life. The business school area is just 15 minutes away from the multiplexes and malls, so whatever activity you choose, be it shopping, movies, discos, everything is there. Every batch is welcomed by an outstanding fresher's party which is the effort and outcome of the student's creativity and potentiality. The party is a threshold across which the students get the whole world of opportunities and knowledge.

Cost of living

The expenditure on accommodation for the students would be \$ 6000 per year, including breakfast. While living expenses vary from student to student a budget of US \$ 10 for lunch and dinner combined assumes a moderate student lifestyle.

Location

Delhi being the capital city is a hub for research, decision and policy making and is also major business centre of India. It gives access to many facilities like country cultural centres/ counsels/ embassies. Delhi is easily accessible whether you're travelling within the country or outside the country. The International Airport is just 30 minutes away from the School. The institute arranges for transportation to and from the college and hostel.

For travel and visa facilitation information please contact Mr. Abhimanyu Rai at abhimanyu.rai@iipm.edu or Mr. Avik Dutta at avik.dutta@iipm.edu.



Superior Education,
Superior Global Perspective.
IIPM.
World-Class.



what we teach today others adopt tomorrow

International Admissions Office
IIPM Tower-I, B-27, Qutab Institutional Area, New Delhi 110016 (INDIA)

For Admission procedure and more information, please contact:
Kiran Bhatia : +91-11-41799993/994/936; Fax : +91-11-26529771
or write to : info@iipm.edu;

www.iipm.edu